



JEFF SMITH

AIR, NAIOP, SIOR
Senior Vice President, Principal

SPECIALIZING IN
INDUSTRIAL,
INVESTMENT & LAND
BROKERAGE

PROFILE

Jeff Smith is a Principal and Senior Director with the Lee & Associates office in Ontario. Jeff's focus is on the Inland Empire Industrial Market where he specializes in the origination, structuring and assemblage of land for major institutions and regional development firms, as well as provides the advisory and brokerage services for firms in the acquisition of regional warehouse/manufacturing and corporate headquarters facilities.

Jeff has earned a reputation as a market leader in the Southern California Real Estate Community. As a consistent Top Producer, Jeff has been among the Top Five Percent (5%) companywide since joining the Ontario office of Lee & Associates and the top One Percent (1%) for the past 15 years. He has been given the company's Circle of Excellence Award in its first four years of existence as recognition for being the company's top producing industrial broker. Jeff has advised for and been involved in over 38 million square feet of leasing and sale transactions, in addition to over 2,700 acres in land sale transactions.

CAREER SUMMARY

As a Commercial Real Estate Advisor for Lee & Associates, Mr. Smith has represented the interests of multiple landlords, developers and tenants within the Inland Empire and his recent assignments include:

Notable Recent Transactions Include:

• TIAA-CREF	1,101,889 sq. ft.
• Hillwood	1,032,072 sq. ft.
• DCT	967,200 sq. ft.
• Alere	844,150 sq. ft.
• IIT	771,910 sq. ft.
• Meridian	606,925 sq. ft.
• IPT	549,805 sq. ft.
• IIT	520,161 sq. ft.
• Prologis	428,208 sq. ft.
• ACT Fulfillment/Steve Madden	404,760 sq. ft.
• NY Life	401,914 sq. ft.
• Duke	340,010 sq. ft.
• Oakmont	329,000 sq. ft.
• New Castle	304,246 sq. ft.

EXPERIENCE

- 1998 to present: Senior Vice President/Principal, Lee & Associates-Ontario
- 1994 to 1998: Senior Vice President, Lee & Associates-City of Industry

EDUCATION

- Bachelor of Science, Business Communications, California State University, San Diego

COMMUNITY INVOLVEMENT

- American Industrial Real Estate Association (AIR)
- Inland Empire Economic Partnership (IEEP)
- National Association of Industrial and Office Properties (NAIOP)
- Society of Industrial Office Realtors (SIOR)
- Council of Supply Chain Management Professionals (CSCMP)

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LEESMITH

PARTIAL CLIENT LIST

- ▶ ACT Fulfillment/Steve Madden
- ▶ Alere Property Group
- ▶ Allied West Corp
- ▶ Bridge Development Partners
- ▶ Carson Companies
- ▶ Clarion Partners
- ▶ CR England
- ▶ CT Realty
- ▶ DCT
- ▶ Duke
- ▶ Hillwood
- ▶ ICEE
- ▶ Industrial Property Trust
- ▶ LaSalle Investment Mgmt
- ▶ Layne Christensen
- ▶ LBA
- ▶ Leapfrog Enterprises
- ▶ McCollister Moving & Storage
- ▶ McShane/Conor Commercial
- ▶ Navy Exchange
- ▶ Oakmont
- ▶ Prologis
- ▶ Seefried Industrial Properties
- ▶ SW Medical
- ▶ TIAA-CREF
- ▶ Trammell Crow
- ▶ TTI Floorcare/Royal Appliance
- ▶ Updike Distribution Logistics
- ▶ UPS
- ▶ Western Realco



LOCAL EXPERTISE. INTERNATIONAL REACH. WORLD CLASS.